



Mark Young  
New York Metro

To: All New York Metro Employees

### Winston Box Product Availability

 Indicates Regions that have achieved their 8/29/97 goal!

<u>Suggested Goals:</u> (for 8/29/97)	<u>90%</u> Winston Box	<u>85%</u> Winston Lt.Box	<u>75%</u> Winston Lt.Box 100	<u>50%</u> Winston Ultra Box	<u>50%</u> Winston U. Box 100
<b>Boston</b>	97.5%	97.1%	91.0%	57.2%	58.8%
<b>New York</b>	94.3% (#3 nationally)	88.9% (#5 nationally)	80.4% (#3 nationally)	64.1% (#1 nationally)	61.3% (#1 nationally)
<b>Philly</b>	98.9%	89.5%	74.8%	39.7%	32.3%
<b>Buffalo</b>	95.6%	88.3%	66.7%	45.1%	43.4%
<b>Pittsburgh</b>	93.0%	86.0%	50.1%	39.0%	38.0%
<b>Cinn.</b>	90.9%	87.8%	42.8%	36.4%	35.2%
<b>W-S</b>	89.0%	87.5%	68.5%	37.6%	36.8%
<b>Atlanta</b>	93.4%	91.8%	79.6%	40.1%	38.8%
<b>S.Florida</b>	94.8%	93.9%	97.8%	42.0%	41.0%
<b>Dallas</b>	84.2%	74.3%	68.9%	49.5%	48.7%
<b>Richmond</b>	87.6%	81.8%	60.0%	28.9%	28.4%
<b>N.Calif</b>	91.1%	74.6%	54.0%	16.1%	15.9%
<b>S.Calif</b>	94.0%	79.3%	71.9%	19.2%	16.5%
<b>Seattle</b>	94.1%	85.9%	73.8%	13.7%	13.6%
<b>Houston</b>	91.9%	78.3%	67.3%	49.1%	49.1%
<b>Chicago</b>	88.8%	83.9%	23.5%	29.3%	27.1%
<b>Minn.</b>	92.6%	88.2%	30.5%	36.6%	34.8%
<b>Denver</b>	87.2%	75.1%	53.8%	44.7%	44.5%
<b>Detroit</b>	81.3%	78.6%	20.1%	19.1%	18.1%
<b>St.Louis</b>	88.0%	81.5%	59.2%	53.5%	43.4%

As everyone can see, the NYM Region is once again doing what the company pays us to do ....*"Generate Results"*. Every employee should know exactly where they stand on Winston Box Distribution. If you're not up to the Region's number .... then you know what needs to be done before the end of September!

As I've said before....*"Well Done to the Complete Region Team"*!

Sincerely,

Mark Young

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